

|                         |         | 1982       |                                |          | 1993    |            |                                |
|-------------------------|---------|------------|--------------------------------|----------|---------|------------|--------------------------------|
|                         | Variety | Population | Average<br>No. of<br>offspring | Low Cost | Variety | Population | Average<br>No. of<br>offspring |
| Number of crosses first | 10,979  | 9,950      | 11,589                         | 69       | 8,988   | 8,999      | 9,757                          |
| Sales per crosses first | 368     | 462        | 292                            | 1,353    | 430     | 528        | 344                            |

| LOW CROSS    |              |              |            | YEAR 1951                                     |                             |              |   |
|--------------|--------------|--------------|------------|---|-----------------------------|--------------|---|
| FOOD         |              | VARIETY      |            | TOTALS  |                             | TOTALS       |   |
|              |              |              | %          |   |                             |              | % |
| 79,339.88    | 314,093.69   | 1,036,445.22 |            | 1,632,870.67                                  | SALES                       | 1,301,096.01 |   |
| 26.87        | 1.07         | 3.65         |            | 2.75  | Int. or Out. over Last Year | 8.14         |   |
| 71,283.31    | 282,022.82   | 2,577,518.18 |            | 2,873,128.31                                  | Cost, Merch. Sold           | 8,049,335.92 |   |
| 7,956.51     | 292,079.81   | 1,460,467.04 |            | 1,761,754.36                                  | DIPT. GROSS                 | 1,731,256.09 |   |
| 30.00        | 56.88        | 36.10        | 39.03      | 4,310.37                                      | DIPT. GROSS %               | 39.38        |   |
|              |              |              | 37.95      | 1,757,843.99                                  | Unabsorbed Fts.             | 2,600.56     |   |
| 129,772.48   | 380,594.40   | 16.01        | 742,500.73 | STORE GROSS                                   | 3,720,050.33                | 35.16        |   |
| 14,351.26    | 51,640.68    | 1.11         | 51,460.07  | EXPENSES:                                     |                             |              |   |
|              |              | 1.69         | 70,440.04  | Salaries & Wages                              | 630,107.84                  | 14.53        |   |
|              |              | 1.16         | 23,036.38  | Utilities                                     | 43,104.21                   | 3.6          |   |
|              |              | .15          | 6,674.08   | Supplies                                      | 69,104.90                   | 1.3          |   |
|              |              |              | 2.16       | Incidentals                                   | 39,106.31                   | 0.9          |   |
|              |              |              | 85.75      | Local Contributions                           | 6,077.00                    | 1.6          |   |
|              |              |              | 40         | Sales Tax Absorbed                            | 1,225                       | -            |   |
|              |              |              | 31         | License                                       | 35.42                       | -            |   |
| 1,160.33     | 423,361.68   | 21.30        | 28,640.00  | Social Security                               | 10,992.00                   | 4.3          |   |
| 2,920.60     | 13,128.64    | 53           | 14,250.33  | Repairs                                       | 10,461.92                   | 2.8          |   |
| 147,218.63   | 423,361.68   | 81.30        | 25,334.17  | Equipment Expense                             | 16,304.90                   | 3.6          |   |
| 142,636.16   | 1,007,553.36 | 2.96         | 950,250.97 | Total   | 635,444.34                  | 19.07        |   |
| 28.28        | 80.95        |              | 137,435.33 | % to Sales                                    | 130,223.68                  | 9.27         |   |
|              |              |              | 24.34      | Office Pro Rata                               | 965,673.02                  | 22.04        |   |
|              |              |              | 13.50      | TOTAL OPER. EXP.                              | 769,277.57                  | 17.42        |   |
| A M 6,500.00 |              | 2.00         | 92,729.58  | OPERAT. PROFIT                                | 99,034.00                   | 2.13         |   |
|              |              |              | 11.52      | Mgrs. Compensation                            | 667,342.68                  | 15.23        |   |
|              |              |              |            | PROFIT BEFORE                                 |                             |              |   |
|              |              |              |            | DISCOUNTS & CTS.                              |                             |              |   |
|              |              |              |            | Rent Paid                                     |                             |              |   |
|              |              |              |            | R. E. Taxes                                   |                             |              |   |
|              |              |              |            | Insurance                                     |                             |              |   |
|              |              |              |            | Maintenance                                   |                             |              |   |
|              |              |              |            | Together                                      |                             |              |   |
|              |              |              |            | Repairs Received                              |                             |              |   |
|              |              |              |            | Net   |                             |              |   |
|              |              |              |            | Depr. Bldgs.                                  |                             |              |   |
|              |              |              |            | Depr. Impvt.                                  |                             |              |   |
|              |              |              |            | Occupancy Chgs.                               |                             |              |   |
|              |              |              |            | Depr. F. & F.                                 |                             |              |   |
|              |              |              |            | Taxes-Other                                   |                             |              |   |
|              |              |              |            | ACT. NET PROFIT                               |                             |              |   |
|              |              |              |            | COMPANY RENT                                  |                             |              |   |
|              |              |              |            | 1% on Land, 1% on                             |                             |              |   |
|              |              |              |            | Depr. Value of Bldgs. &                       |                             |              |   |
|              |              |              |            | Impt.   |                             |              |   |
|              |              |              |            | ADJ. NET PROFIT                               |                             |              |   |
|              |              |              |            | (After Co. Rent)                              |                             |              |   |
|              |              |              |            | INVESTMENT                                    |                             |              |   |
|              |              |              |            | Land  |                             |              |   |
|              |              |              |            | Buildings and Improvements                    |                             |              |   |
|              |              |              |            | Furniture and Fixtures                        |                             |              |   |
|              |              |              |            | Inventory of Merchandise (Include Pmt. F & G) |                             |              |   |
|              |              |              |            | TOTAL   |                             |              |   |
|              |              |              |            | RETURN  |                             |              |   |
|              |              |              |            | WASTE   |                             |              |   |
|              |              |              |            | Markups                                       |                             |              |   |
|              |              |              |            | Waste and Markdowns                           |                             |              |   |
|              |              |              |            | Markdowns                                     |                             |              |   |
|              |              |              |            | Visible Waste                                 |                             |              |   |
|              |              |              |            | Inventory Waste                               |                             |              |   |
|              |              |              |            | Capital                                       |                             |              |   |
|              |              |              |            | INVENTORIES                                   |                             |              |   |
|              |              |              |            | Merch.-Variety-Cost                           |                             |              |   |
|              |              |              |            | " -Variety-S. P.                              |                             |              |   |
|              |              |              |            | " -Variety-S. P. (Inventory)                  |                             |              |   |
|              |              |              |            | " -Food-Cost                                  |                             |              |   |
|              |              |              |            | Fuel  |                             |              |   |
|              |              |              |            | Supplies                                      |                             |              |   |
|              |              |              |            | Maintenance                                   |                             |              |   |